

Message Text

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ACTION EUR-12

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R 191257Z MAY 75
FM AMEMBASSY ATHENS
TO SECSTATE WASHDC 8781
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AMEMBASSY ROME
AMCONSUL THESSALONIKI
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UNCLAS ATHENS 3674

E.O. 11652: N/A

TAGS: BEXP, GR

SUBJECT: PORT EQUIPMENT TRADE MISSION TO ITALY, GREECE AND
YUGOSLAVIA FOR NOVEMBER 1976

REF: A) STATE A-2756; B) ATHENS A-93 (NOTAL)

I. INFORMATION CONTAINED THIS TEL WILL BE SUPPLEMENTED IN
SEPARATE AIRGRAM. NUMBERS CORRESPOND WITH PARAGRAPHS OF REF A.

I. MISSION SHOULD SPEND TWO AND A HALF WORKING DAYS IN
ATHENS AREA. THERE ARE NO GREEK HOLIDAYS IN NOVEMBER. WITH
FAILURE OF INDEX CATALOG SHOW TO MATERIALIZE, NO OTHER
CONFLICTS FORSEEN.

II. PRODUCT GROUPS OFFERING GREATEST POTENTIAL ARE DESCRIBED
IN NUMBERS 2, 4, 7, 11, 13 AND 14 OF LISTING IN PARAGRAPH 2
OF REF A. ITEMS IN SECTOR OF SHIPBUILDING AND SHIP REPAIR
COMPLEMENTARY TO PRINCIPAL THEME ARE INCLUDED.

III. PORT AND SHIPYARD DEVELOPMENT PLANS ARE DISCUSSED IN REF B,
AS ARE PROSPECTIVE BENEFITS ACCRUING SHIPPING OF SUEZ CANAL.
BUY GREEK POLICIES, WITH REGARD TO SHIPYARDS CALL FOR A MINIMUM
OF TEN PERCENT OF REQUIREMENTS TO BE SUPPLIED BY LOCAL SERVICES.
(BECAUSE OF NUMEROUS EXCEPTIONS, THIS REQUIREMENT IS IN FACT
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SELDOM MET). SHIPYARDS HOWEVER, MAY IMPORT CAPITAL GOODS AND

SUPPLIES DUTY FREE. WITH REGARD TO GOVERNMENT PROCUREMENT OF PORT EQUIPMENT, OFFICIAL POLICY IS TO MAXIMIZE GREEK COMPONENT OR ADDED VALUE OF ANY GOVERNMENT PURCHASE. THIS POLICY TENDS TO ENCOURAGE JOINT VENTURES BY FOREIGN SUPPLIERS WITH LOCAL FABRICATORS.

2. SUGGESTED PROGRAM

FIRST DAY

8 AM - 2 PM. SEMINAR FOR PORT AUTHORITY PLANNERS
AND ENGINEERS

2 PM - 6 PM LUNCH FOLLOWED BY BOAT TOUR OF PIRAEUS-
PERAMA PORT AREA

8 PM - 10 PM BUSINESSMEN'S RECEPTION

SECOND DAY

8 AM - 2 PM VISITS TO SHIPYARDS AT SKARAMANGA AND ELEFSIS

4 PM - 8 PM INTERVIEWS WITH PROSPECTIVE REPS

THIRD DAY

8 AM - 12 NOON TIME FOR FURTHER INTERVIEWS OR DISCUSSIONS
WITH END-USERS AS ARRANGED EARLIER IN MISSION

3. NOTE: IF ADDITIONAL DAY AVAILABLE, TRIP TO NEORION
SHIPYARD, GREECE'S THIRD LARGEST, ON SYROS ISLAND, MIGHT PROVE
INTERESTING AND PROFITABLE.
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